

## Chief Executive / Business Development Lead - HLA Connect CIC

**Location:** Remote

**Time commitment:** Part-time (approx. 1.5 days per week)

**Remuneration:** Unpaid initially, with scope for paid engagement as sustainable income is secured; reasonable expenses reimbursed

### About HLA Connect CIC

HLA Connect is a Community Interest Company (a non-profit social enterprise) established by and for the Humanitarian Logistics Association (HLA), which is a UK based charity and global, practitioner-led network working to strengthen humanitarian logistics and supply-chain capacity, with a growing emphasis on **local leadership, national systems, and cross-sector collaboration**.

HLA supports humanitarian actors by facilitating training, knowledge exchange, research, and professional networking. As the humanitarian system shifts toward locally led, preparedness, and more effective engagement with the private sector, HLA's role is to act as a **neutral convener and capacity-strengthening platform**, bridging local actors, international organisations, and logistics and supply-chain partners.

HLA operates as a lean charity with a strong volunteer base and an extensive global network spanning NGOs, local and national organisations, academia, donors, and the logistics industry.

The objectives of HLA Connect CIC are to perform trading activities that generate profits for payment to Humanitarian Logistics Association.

### The role

The Directors are seeking a **Chief Executive / Business Development Lead** to guide HLA Connect through its setup and first phase of strategic evolution.

This role is focused on **enabling locally led humanitarian logistics and building meaningful partnerships with the private sector**, while ensuring the organisation remains financially sustainable, operationally realistic and able to generate surplus revenue that can be used to support HLA (the charity).

Reporting to the Directors, you will work closely with volunteer teams to position HLA as a trusted platform for collaboration — not a delivery agency, but an enabler of better systems, skills, and relationships across the humanitarian logistics ecosystem.

### Key responsibilities

#### Strategic leadership & governance

- Work with the Directors to shape and deliver a strategy that reflects current humanitarian priorities, including locally led, preparedness, sustainability, and system-wide collaboration.
- Ensure appropriate governance, accountability, and risk management for a small international social enterprise operating largely through volunteers.
- Help the organisation focus on areas where it can add the most value, particularly at national and regional levels.

## Locally led & capacity strengthening

- Champion approaches that support **local and national actors** to lead humanitarian logistics efforts.
- Promote practical capacity-strengthening initiatives, peer learning, and professional development that respond to real operational needs.
- Support collaboration between international and local actors in ways that are equitable, respectful, and sustainable.
- Ensure HLA Connect's social enterprise activities align with good practice on power, inclusion, and locally led response.

## Private-sector engagement & partnerships

- Develop and manage strategic partnerships with private-sector logistics, transport, technology, and supply-chain actors.
- Ensure private-sector engagement is **purpose-driven**, ethical, and focused on mutual value rather than transactional sponsorship.
- Position HLA Connect (and where appropriate with HLA the charity) as a neutral space where humanitarian and commercial actors can collaborate, learn, and innovate together.
- Translate private-sector expertise into accessible learning, tools, and dialogue for humanitarian practitioners.

## Business development & organisational sustainability

- Lead a pragmatic business development approach that balances mission integrity with financial sustainability.
- Develop diverse income streams, including:
  - Grant-making trusts and foundations
  - Institutional and statutory donors (where appropriate)
  - Corporate and private-sector partnerships
  - Membership, events, and training-related income
- Support the transition toward paid capacity over time, while respecting HLA's volunteer-led model.

## External engagement & convening

- Act as an ambassador for HLA across humanitarian, donor, academic, and private-sector communities.
- Strengthen HLA's role as a **trusted convenor** for dialogue on humanitarian logistics challenges and solutions.
- Represent HLA at relevant events, conferences, and sector forums, particularly those focused on locally led and cross-sector collaboration.

## Organisational leadership & operations

- Provide light-touch leadership to volunteer teams, enabling delivery without creating unnecessary burden.
- Oversee core organisational functions including communications, membership engagement, partnerships, and events.
- Encourage effective use of digital platforms to extend reach, inclusivity, and participation.

## Ideal profile

You are likely to bring a combination of the following:

- A social entrepreneur, ideally with senior experience in logistics, supply chains, disaster management, or related sectors
- A strong understanding of locally led agendas and the realities faced by local and national actors
- Experience working with, or within, the private sector in logistics or supply-chain contexts
- Proven ability to build partnerships across cultures, sectors, and power dynamics
- Experience with fundraising, organisational development, or network-based organisations
- A collaborative, facilitative leadership style suited to volunteer-led environments

### **Time commitment**

Initially approximately **one day per week**, worked flexibly. The role is initially unpaid, with the intention of progressing toward remuneration as sustainable income is generated.

### **Why this role matters**

This is an opportunity to help shape how humanitarian logistics evolves - supporting locally led response, fostering responsible private-sector engagement, and strengthening professional practice across the sector.

If you are motivated by collaboration, systems change, and practical impact in humanitarian logistics, we would be pleased to hear from you.